



# HPE Sales Certified - Hybrid Cloud Solutions [2020]

This certification verifies that you can identify HPE sales opportunities and build sales pipeline. By learning to engage customers in strategic IT conversations, you will be able to uncover business needs and qualify customers for HPE hybrid cloud solutions.

The course content includes:

- Why digital transformation is still relevant and how it impacts businesses today.
- The importance and benefits of consultative selling.
- How customers benefit from everything-as-a-service and how to deliver it to your customers.
- The need to provide customers with a Cloud experience on-premises.
- Delivering the Intelligent Data Platform and the competitive advantage it provides businesses.
- Sales tools and resources for HPE partner sellers.

## Why earn this certification?

This certification validates your understanding of:

- How to engage in more strategic consultative IT conversations
- Differentiating yourself from that of a vendor to a valued partner with your customers
- Leading strategic conversations in HPE Everything-as-a-Service, provide your customer a Cloud experience, and deliver the Intelligent Data Platform
- How to clearly differentiate HPE and the value HPE provides

## Candidate

Typical candidates for this certification are HPE channel partner and HPE sales professionals.

## Skill level

Sales

## Steps to acquire this certification

### Before you begin

Acquire access to [The Learning Center](#) and get an [HPE Learner ID](#). If this certification requires a written or online exam (HPE0 or HPE6 or HPE2), then create a user profile with Pearson VUE, our exam vendor for proctored/online exams. Practical exams (HPE1 or HPE0-AxxxP) are delivered through PSI or Aruba Education Services, therefore no Pearson VUE user profile is required.

### Step 1: Register or apply for this certification

[Register for this certification in The Learning Center](#). This will make your progress toward this certification more visible within your learner transcripts and the HPE Learning Management Systems.

### Step 2: Verify and complete all prerequisites and requirements for your chosen path:

#### Requirements for candidates new to this certification

There are no prerequisites for this path.

**Complete:**

Exam #	Exam name	Register for exam
HPE2-E72	Selling HPE Hybrid Cloud Solutions (inactive)	N/A

**Recommended Training**

None

## Digital Badge

Based on the [Open Badges Standard](#), digital badges are online representations of your HPE certifications. Each badge is unique to you. Once you accept and place your badge online—in LinkedIn, Twitter, your email signature, for example—clicking on the badge sends the viewer to a custom verification page that includes your name, HPE certification(s) held, and the skills and capabilities required of the certification. [Click here](#) for more information on HPE digital badges.

## For more information

[Contact our program](#)

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